

FIRST QUARTER AT A GLANCE

DEUTZ Group: Overview

€ million	1-3/2016	1-3/2015
New orders	327.3	321.0
Unit sales (units)	32,112	36,907
Revenue	300.2	318.1
EBITDA	31.3	33.9
EBIT	7.3	10.1
EBIT margin (%)	2.4	3.2
Net income	8.7	7.7
Earnings per share (€)	0.08	0.07
Total assets	1,099.6	1,195.6
Non-current assets (before deferred tax assets)	510.0	556.1
Equity	495.4	526.5
Equity ratio (%)	45.1	44.0
Cash flow from operating activities	-8.0	12.4
Free cash flow ¹⁾	-28.9	-1.1
Net financial position ²⁾	9.7	15.5
Working capital ³⁾	229.4	245.4
Working capital ratio (31 Mar, %) ⁴⁾	18.7	16.3
Capital expenditure (excl. capitalisation of R&D, after deducting grants)	16.0	8.4
Depreciation and amortisation	24.0	23.8
Research and development expenditure (after deducting grants)	10.1	10.9
thereof capitalised	0.9	1.8
Employees (number at 31 Mar)	3,699	3,850

¹⁾ Free cash flow: cash flow from operating and investing activities less interest expense.

²⁾ Net financial position: cash and cash equivalents less current and non-current interest-bearing financial debt.

³⁾ Working capital: inventories plus trade receivables minus trade payables.

⁴⁾ Working capital ratio (31 Mar, %): working capital as at the balance sheet date divided by revenue for the previous twelve months.

DEUTZ Group: Segments

€ million	1-3/2016	1-3/2015
New orders		
DEUTZ Compact Engines	259.4	248.9
DEUTZ Customised Solutions	67.9	72.1
Total	327.3	321.0
Unit sales (units)		
DEUTZ Compact Engines	29,770	33,595
DEUTZ Customised Solutions	2,342	3,312
Total	32,112	36,907
Revenue		
DEUTZ Compact Engines	235.5	251.0
DEUTZ Customised Solutions	64.7	67.1
Total	300.2	318.1
EBIT before one-off items		
DEUTZ Compact Engines	-2.3	4.0
DEUTZ Customised Solutions	10.2	11.0
Other	-0.6	-4.9
Total	7.3	10.1